11/25/87 A6225-1

I/R Code 47.40

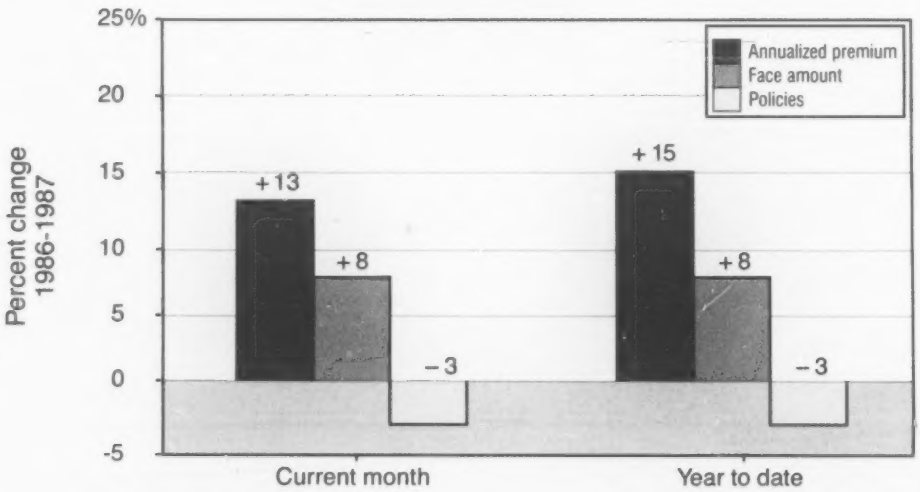
*September 1987*

MONTHLY SURVEY OF

# LIFE INSURANCE SALES IN THE UNITED STATES

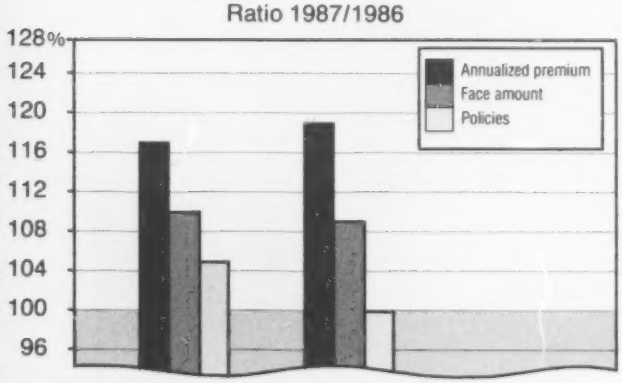
## Ordinary Sales

### 126 Companies



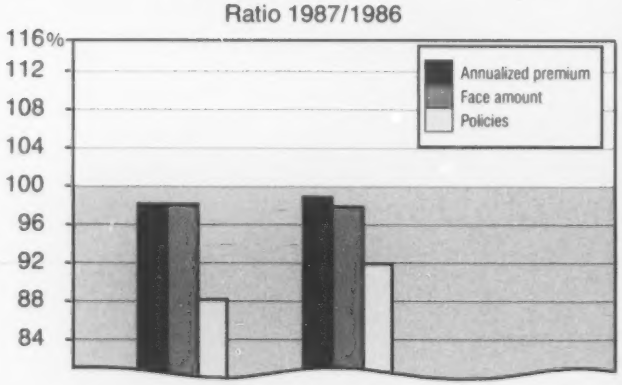

### 114 Ordinary Companies and Departments

Ratio 1987/1986




### 22 Home Service Companies and Departments

Ratio 1987/1986

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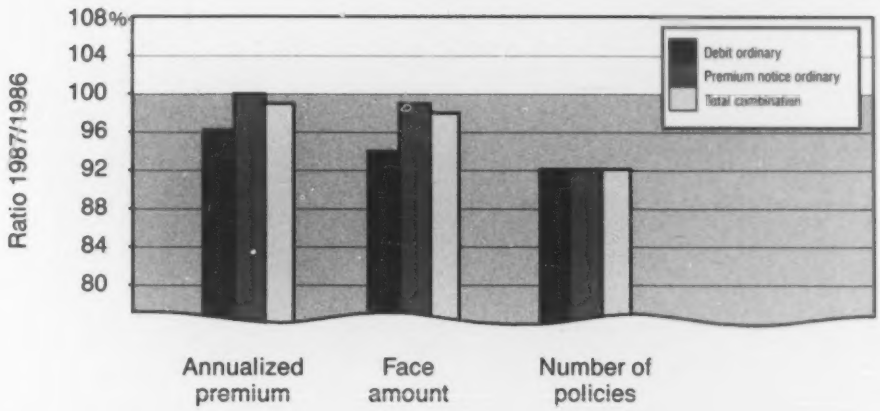
# Ordinary Sales (cont.)

## 22 Home Service Companies and Departments

Year to Date

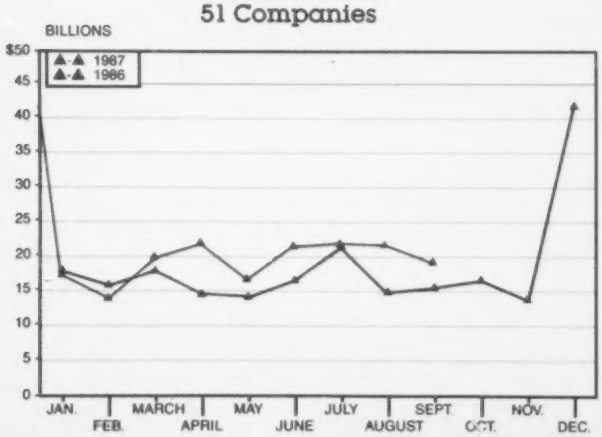



## Policy Characteristics – All Companies

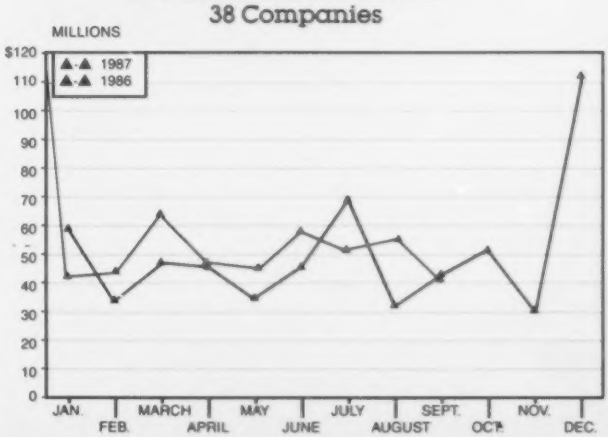
| | | Premium per $1,000 | Average size policy | Premium per policy |
|---|---|---|---|---|
| **Debit ordinary** | Month | $18.70 | $ 9,200 | $ 172 |
| | Year to date | $18.77 | $ 9,126 | $ 171 |
| | Year-to-date ratio | 102% | 101% | 104% |
| **Premium notice ordinary** | Month | $11.79 | $47,539 | $ 560 |
| | Year to date | $11.93 | $46,976 | $ 560 |
| | Year-to-date ratio | 101% | 108% | 109% |
| **Total home service companies and depts.** | Month | $13.53 | $23,174 | $ 314 |
| | Year to date | $13.69 | $22,720 | $ 311 |
| | Year-to-date ratio | 101% | 106% | 107% |
| **Total ordinary companies and depts.** | Month | $10.07 | $89,936 | $ 906 |
| | Year to date | $10.54 | $91,537 | $ 965 |
| | Year-to-date ratio | 108% | 110% | 119% |

# Group Sales

### Face Amount
51 Companies



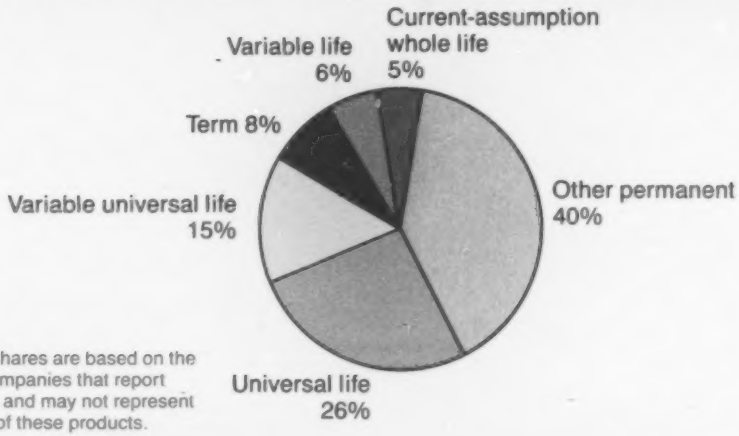

### Annualized Premium
38 Companies



# Individual Products

## Annualized Premium Market Share by Product

### 73 Companies Representing 70 Percent of September Sales*




| | Year-to-date |
|---|---|
| Term | 8% |
| UL | 26% |
| VL | 6% |
| VUL | 13% |
| CAL | 8% |
| Perm | 39% |

*The product market shares are based on the sales results of 73 companies that report premiums by product and may not represent industry proportions of these products.

## Policy Characteristics by Product

| | | Premium per $1,000 | Average size policy | Premium per policy |
|---|---|---|---|---|
| **Term** (74 cos.) | Month | $ 2.65 | $127,460 | $ 338 |
| | Year to date | $ 2.69 | $134,898 | $ 363 |
| | Year-to-date ratio | 92% | 112% | 103% |
| **Universal life** (105 cos.) | Month | $11.33 | $ 86,481 | $ 980 |
| | Year to date | $11.20 | $ 86,951 | $ 974 |
| | Year-to-date ratio | 102% | 103% | 104% |
| **Variable life** (18 cos.) | Month | $24.30 | $ 70,523 | $1,714 |
| | Year to date | $25.08 | $ 70,870 | $1,777 |
| | Year-to-date ratio | 115% | 125% | 143% |
| **Variable universal life** (19 cos.) | Month | $15.49 | $ 96,586 | $1,496 |
| | Year to date | $17.10 | $ 95,949 | $1,641 |
| | Year-to-date ratio | 132% | 125% | 165% |
| **Current-assumption whole life** (40 cos.) | Month | $21.03 | $ 44,999 | $ 946 |
| | Year to date | $21.81 | $ 51,964 | $1,134 |
| | Year-to-date ratio | 94% | 110% | 104% |
| **Total sales** (126 cos.) | Month | $10.57 | $ 63,701 | $ 673 |
| | Year to date | $10.97 | $ 64,669 | $ 710 |
| | Year-to-date ratio | 107% | 111% | 119% |

## Sales Comparisons with Last Year

### Ratio 1987/1986

| | | Annualized premium | Face amount | Number of policies |
|---|---|---|---|---|
| **Term** (74 cos.) | Month | 89% | 97% | 97% |
| | Year to date | 95% | 103% | 92% |
| **Universal life** (105 cos.) | Month | 97% | 92% | 90% |
| | Year to date | 88% | 86% | 84% |
| **Variable life** (18 cos.) | Month | 123% | 124% | 110% |
| | Year to date | 178% | 154% | 124% |
| **Variable universal life** (19 cos.) | Month | 237% | 213% | 182% |
| | Year to date | 298% | 225% | 180% |
| **Current-assumption whole life** (40 cos.) | Month | 74% | 69% | 70% |
| | Year to date | 85% | 90% | 82% |

# Universal Life Contributors' Growth Rates

## Interest Rates This Month

| | |
|---|---|
| Median | 8.8% |
| Range | 6.2%-11.0% |
| Range of middle 50% | 8.4%-9.0% |
| Number of cos. reporting rates | 99 |
| Number of plans reported | 268 |
| Number of new plans | 2 |
| Number of plans dropped | 0 |
| Number of plans showing . . . | |
| No change | 217 |
| Increases | 28 |
| Range of increases | 0.1%-0.5% |
| Average increase | 0.3% |
| Decreases | 21 |
| Range of decreases | 0.1%-0.5% |
| Average decrease | 0.3% |

## Change in Annualized Premium
### Year to Date

| Percent change 1986-1987 | Number of . . . Ordinary cos./depts. | Home Service cos./depts. |
|---|---|---|
| 21% or over | 25 | 0 |
| 11%-20% | 16 | 1 |
| 1%-10% | 22 | 6 |
| –9%-0 | 21 | 7 |
| –19%-–10% | 13 | 5 |
| –20% or under | 17 | 3 |

# September Sales

| | | Annualized premium† (000) 1986 | Annualized premium† (000) 1987 | Face amount (000) 1986 | Face amount (000) 1987 | Number of policies 1986 | Number of policies 1987 |
|---|---|---|---|---|---|---|---|
| Total ordinary | Month | $ 459,206 | $ 519,341 | $ 45,400,163 | $ 49,144,361 | 791,747 | 771,487 |
| | Year to date | $4,189,133 | $4,800,190 | $406,806,773 | $437,511,908 | 6,998,096 | 6,765,448 |
| Ordinary cos. and depts. | Month | $ 361,907 | $ 424,265 | $ 38,219,722 | $ 42,118,866 | 447,978 | - 468,323 |
| | Year to date | $3,357,344 | $3,978,522 | $345,389,714 | $377,497,946 | 4,132,943 | 4,124,005 |
| Home service cos. and depts. | Month | $ 97,299 | $ 95,076 | $ 7,180,441 | $ 7,025,495 | 343,769 | 303,164 |
| | Year to date | $ 831,789 | $ 821,668 | $ 61,417,059 | $ 60,013,962 | 2,865,153 | 2,641,443 |
| Group | Month | $ 43,409 | $ 42,540 | $ 15,189,939 | $ 19,109,558 | — | — |
| | Year to date | $ 403,581 | $ 445,488 | $147,353,476 | $172,749,960 | — | — |

†Includes 10 percent of single premiums

# About the Survey

This survey gives ordinary sales results of a group of companies that report three measures of sales performance—face amount (volume), annualized premiums, and number of policies. From these data, premium per $1,000, average size policy, and premium per policy, as well as trends in those statistics, are derived. Sales results by product are also shown for a subset of the contributing companies.

The definition of new sales excludes revivals, indexed increases, dividend additions, reinsurance acquired, credit insurance (coverage of obligations not exceeding 120 months' duration), and products without insurance (such as annuities). The data include mass-marketed ordinary business.

The ordinary results are based on the experience of 126 companies—and their 60 subsidiary companies—operating in the United States. These contributors represent 59 percent of the 1985 United States ordinary volume sold. Since no industry data are available on total annualized new ordinary premiums, the proportion of total premiums represented by these contributors cannot be determined. The business of these contributors may not represent the industry proportions of participating and nonparticipating policies and of term and permanent insurance sold; therefore, statistics (such as premium per $1,000) derived from the experience of the contributors may not represent the experience of the industry as a whole.

The survey also provides group sales volume and annualized premiums under new or amended contracts. These results are based on the experience of 51 companies plus five subsidiaries operating in the United States. These contributors represent 63 percent of the 1985 United States volume of new or amended group contracts.

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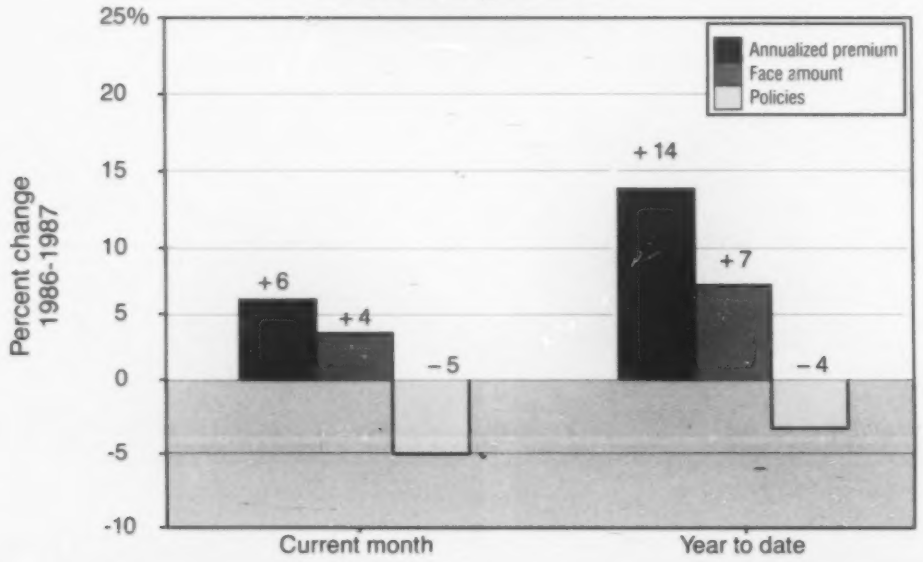
MONTHLY SURVEY OF

# LIFE INSURANCE SALES IN THE UNITED STATES

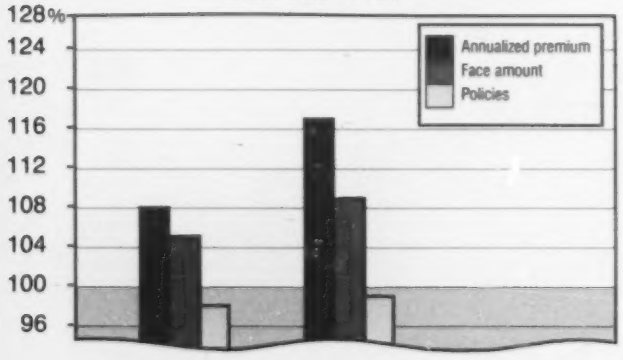
## Ordinary Sales

### 126 Companies



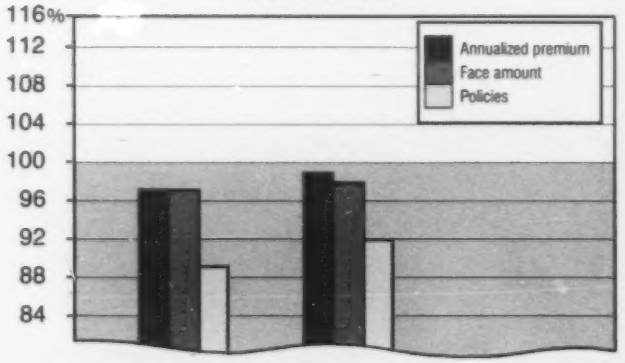

### 114 Ordinary Companies and Departments

Ratio 1987/1986




### 22 Home Service Companies and Departments

Ratio 1987/1986

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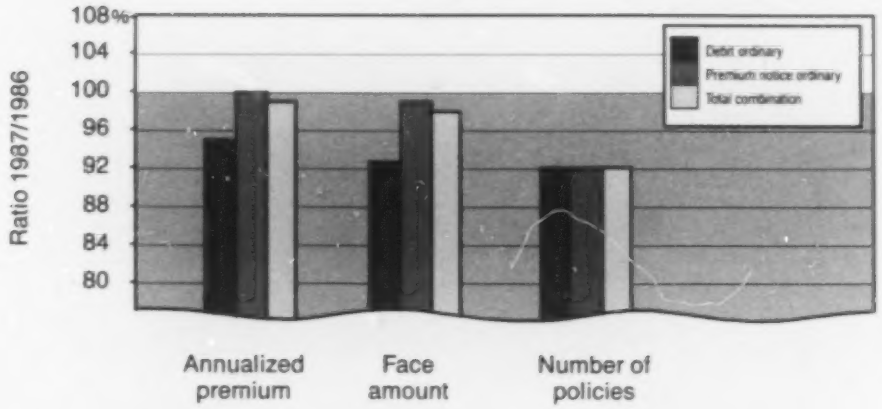
# Ordinary Sales (cont.)

## 22 Home Service Companies and Departments

Year to Date

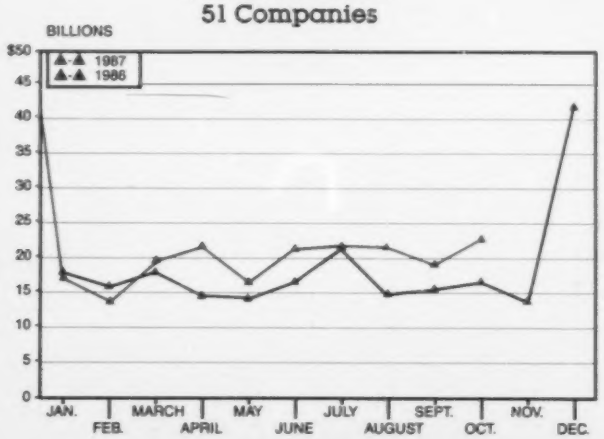



## Policy Characteristics – All Companies

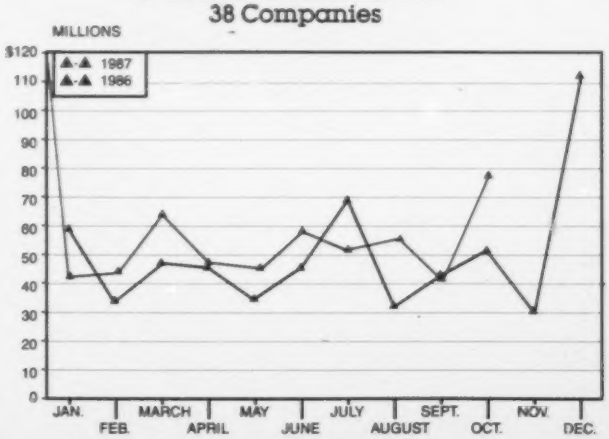
| | | Premium per $1,000 | Average size policy | Premium per policy |
|---|---|---|---|---|
| **Debit ordinary** | Month | $18.40 | $ 9,408 | $173 |
| | Year to date | $18.75 | $ 9,143 | $171 |
| | Year-to-date ratio | 102% | 101% | 104% |
| **Premium notice ordinary** | Month | $11.84 | $48,602 | $575 |
| | Year to date | $11.92 | $47,152 | $562 |
| | Year-to-date ratio | 101% | 108% | 110% |
| **Total home service companies and depts.** | Month | $13.43 | $24,169 | $325 |
| | Year to date | $13.67 | $22,854 | $312 |
| | Year-to-date ratio | 101% | 106% | 107% |
| **Total ordinary companies and depts.** | Month | $10.10 | $90,887 | $918 |
| | Year to date | $10.49 | $91,488 | $960 |
| | Year-to-date ratio | 108% | 109% | 118% |

# Group Sales

### Face Amount
51 Companies



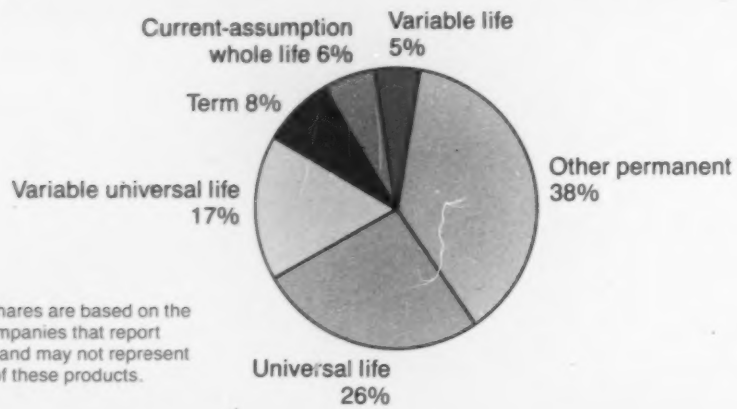

### Annualized Premium
38 Companies



# Individual Products

## Annualized Premium Market Share by Product

73 Companies Representing 71 Percent of October Sales*




| | Year-to-date |
|---|---|
| Term | 8% |
| UL | 26% |
| VL | 6% |
| VUL | 14% |
| CAL | 8% |
| Perm | 38% |

*The product market shares are based on the sales results of 73 companies that report premiums by product and may not represent industry proportions of these products.

## Policy Characteristics by Product

| | | Premium per $1,000 | Average size policy | Premium per policy |
|---|---|---|---|---|
| **Term** (74 cos.) | Month | $ 2.62 | $136,843 | $ 359 |
| | Year to date | $ 2.68 | $138,124 | $ 370 |
| | Year-to-date ratio | 92% | 113% | 104% |
| **Universal life** (106 cos.) | Month | $11.59 | $ 87,316 | $1,012 |
| | Year to date | $11.28 | $ 86,628 | $ 977 |
| | Year-to-date ratio | 103% | 102% | 105% |
| **Variable life** (18 cos.) | Month | $23.39 | $ 71,062 | $1,662 |
| | Year to date | $24.91 | $ 70,899 | $1,766 |
| | Year-to-date ratio | 113% | 123% | 139% |
| **Variable universal life** (19 cos.) | Month | $15.86 | $101,551 | $1,611 |
| | Year to date | $16.93 | $ 96,685 | $1,637 |
| | Year-to-date ratio | 130% | 123% | 160% |
| **Current-assumption whole life** (40 cos.) | Month | $20.94 | $ 45,527 | $ 953 |
| | Year to date | $21.75 | $ 51,184 | $1,113 |
| | Year-to-date ratio | 95% | 108% | 102% |
| **Total sales** (126 cos.) | Month | $10.55 | $ 66,336 | $ 700 |
| | Year to date | $10.93 | $ 64,831 | $ 709 |
| | Year-to-date ratio | 106% | 111% | 118% |

## Sales Comparisons with Last Year

Ratio 1987/1986

| | | Annualized premium | Face amount | Number of policies |
|---|---|---|---|---|
| **Term** (74 cos.) | Month | 89% | 96% | 88% |
| | Year to date | 94% | 102% | 90% |
| **Universal life** (106 cos.) | Month | 96% | 89% | 85% |
| | Year to date | 89% | 86% | 85% |
| **Variable life** (18 cos.) | Month | 110% | 112% | 98% |
| | Year to date | 168% | 149% | 121% |
| **Variable universal life** (19 cos.) | Month | 230% | 199% | 174% |
| | Year to date | 287% | 221% | 179% |
| **Current-assumption whole life** (40 cos.) | Month | 74% | 77% | 85% |
| | Year to date | 84% | 89% | 82% |

# Universal Life Contributors' Growth Rates

## Interest Rates This Month

| | |
|---|---|
| Median | 8.8% |
| Range | 6.3%-11.0% |
| Range of middle 50% | 8.5%-9.0% |
| Number of cos. reporting rates | 99 |
| Number of plans reported | 269 |
| Number of new plans | 1 |
| Number of plans dropped | 0 |
| Number of plans showing . . . | |
| No change | 198 |
| Increases | 50 |
| Range of increases | 0.1%-0.8% |
| Average increase | 0.4% |
| Decreases | 20 |
| Range of decreases | 0.1%-0.5% |
| Average decrease | 0.2% |

## Change in Annualized Premium
Year to Date

| Percent change 1986-1987 | Number of . . . Ordinary cos./depts. | Home Service cos./depts. |
|---|---|---|
| 21% or over | 25 | 0 |
| 11%-20% | 13 | 1 |
| 1%-10% | 26 | 5 |
| -9%-0 | 24 | 10 |
| -19%--10% | 12 | 3 |
| -20% or under | 14 | 3 |

# October Sales

| | | Annualized premium† (000) 1986 | 1987 | Face amount (000) 1986 | 1987 | Number of policies 1986 | 1987 |
|---|---|---|---|---|---|---|---|
| Total ordinary | Month | $ 530,051 | $ 562,038 | $ 51,236,539 | $ 53,289,043 | 849,301 | 803,316 |
| | Year to date | $4,714,042 | $5,359,218 | $458,087,784 | $490,374,860 | 7,845,921 | 7,563,893 |
| Ordinary cos. and depts. | Month | $ 431,527 | $ 466,091 | $ 43,881,521 | $ 46,144,761 | 518,622 | 507,715 |
| | Year to date | $3,783,655 | $4,441,669 | $389,315,707 | $423,233,918 | 4,650,089 | 4,626,111 |
| Home service cos. and depts. | Month | $ 98,524 | $ 95,947 | $ 7,355,018 | $ 7,144,282 | 330,679 | 295,601 |
| | Year to date | $ 930,387 | $ 917,549 | $ 68,772,077 | $ 67,140,942 | 3,195,832 | 2,937,782 |
| Group | Month | $ 50,720 | $ 76,978 | $ 16,109,102 | $ 22,246,725 | — | — |
| | Year to date | $ 456,803 | $ 522,466 | $164,296,823 | $194,928,558 | — | — |

†Includes 10 percent of single premiums

# About the Survey

This survey gives ordinary sales results of a group of companies that report three measures of sales performance—face amount (volume), annualized premiums, and number of policies. From these data, premium per $1,000, average size policy, and premium per policy, as well as trends in those statistics, are derived. Sales results by product are also shown for a subset of the contributing companies.

The definition of new sales excludes revivals, indexed increases, dividend additions, reinsurance acquired, credit insurance (coverage of obligations not exceeding 120 months' duration), and products without insurance (such as annuities). The data include mass-marketed ordinary business.

The ordinary results are based on the experience of 126 companies—and their 60 subsidiary companies—operating in the United States. These contributors represent 59 percent of the 1985 United States ordinary volume sold. Since no industry data are available on total annualized new ordinary premiums, the proportion of total premiums represented by these contributors cannot be determined. The business of these contributors may not represent the industry proportions of participating and nonparticipating policies and of term and permanent insurance sold; therefore, statistics (such as premium per $1,000) derived from the experience of the contributors may not represent the experience of the industry as a whole.

The survey also provides group sales volume and annualized premiums under new or amended contracts. These results are based on the experience of 51 companies plus five subsidiaries operating in the United States. These contributors represent 63 percent of the 1985 United States volume of new or amended group contracts.

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*October 1987*

SUPPLEMENT TO MONTHLY SURVEY OF

# LIFE INSURANCE SALES IN THE UNITED STATES

## Single Premium Update

As reported in the July 1987 supplement, the annualized premiums in LIMRA's sales survey have historically included 10 percent of new single premiums. This was an attempt to approximate an annualized figure for the small number of policies sold on a single-pay basis.

With the rapid increases in single premium life sales during the past two years, the 10-percent method understates the growth of single premium sales and overstates the growth of periodic-pay sales.

The following tables present a clearer picture of new premium activity by separating the single premiums from annualized premiums for survey contributors.

### Premium Results for 126 Companies (in thousands)
### Revised through September 1987

| | Single premium (full value) | | | Annualized premium (excluding single) | | |
|---|---|---|---|---|---|---|
| | 1986 | 1987 | Ratio 87/86 | 1986 | 1987 | Ratio 87/86 |
| January | $ 117,907 | $ 532,701 | 452% | $ 430,626 | $ 442,147 | 103% |
| February | 114,188 | 566,744 | 496 | 417,512 | 436,055 | 104 |
| March | 142,918 | 613,054 | 429 | 453,089 | 484,718 | 107 |
| April | 171,476 | 589,228 | 344 | 484,004 | 490,164 | 101 |
| May | 182,231 | 516,118 | 283 | 467,935 | 462,662 | 99 |
| June | 210,805 | 531,896 | 252 | 451,921 | 505,940 | 112 |
| July | 227,337 | 449,568 | 198 | 454,884 | 553,178 | 122 |
| August | 233,353 | 471,821 | 202 | 427,338 | 476,419 | 111 |
| September | 279,530 | 403,919 | 144 | 428,707 | 478,392 | 112 |
| October | 336,671 | | | 496,384 | | |
| November | 346,221 | | | 452,537 | | |
| December | 570,670 | | | 667,538 | | |
| Year total | $2,933,307 | | | $5,632,475 | | |
| Year to date | $1,679,745 | $4,675,049 | 278% | $4,016,016 | $4,329,675 | 108% |

## U.S. Ordinary Sales
### Revised through September 1987
### 126 Companies

| | Annualized premium (000) | | | Face amount (000) | | | Number of policies | | |
|---|---|---|---|---|---|---|---|---|---|
| | 1986 | 1987 | Ratio 87/86 | 1986 | 1987 | Ratio 87/86 | 1986 | 1987 | Ratio 87/86 |
| January | $ 442,417 | $ 495,417 | 112% | $41,341,677 | $ 40,799,194 | 99% | 674,763 | 613,682 | 91% |
| February | 428,931 | 492,729 | 115 | 42,282,729 | 44,733,441 | 106 | 740,896 | 725,592 | 98 |
| March | 467,381 | 546,023 | 117 | 45,612,030 | 50,888,333 | 112 | 806,248 | 828,178 | 103 |
| April | 501,152 | 549,087 | 110 | 48,639,735 | 51,598,088 | 106 | 826,187 | 798,495 | 97 |
| May | 486,158 | 514,274 | 106 | 46,946,114 | 48,938,886 | 104 | 823,490 | 742,828 | 90 |
| June | 473,001 | 559,130 | 118 | 46,030,359 | 52,993,329 | 115 | 804,254 | 814,064 | 101 |
| July | 477,618 | 598,135 | 125 | 46,707,016 | 50,910,756 | 109 | 780,724 | 748,549 | 96 |
| August | 450,673 | 523,601 | 116 | 43,942,907 | 47,206,441 | 107 | 755,041 | 724,001 | 96 |
| September | 456,660 | 518,784 | 114 | 45,348,678 | 49,017,349 | 108 | 785,017 | 765,188 | 97 |
| October | 530,051 | | | 51,236,539 | | | 849,301 | | |
| November | 487,159 | | | 44,917,159 | | | 740,849 | | |
| December | 724,605 | | | 60,306,372 | | | 844,085 | | |
| Year total | $5,925,806 | | | $563,311,315 | | | 9,430,855 | | |
| Year to date | $4,183,991 | $4,797,180 | 115% | $406,851,245 | $437,085,817 | 107% | 6,996,620 | 6,760 577 | 97% |

## 114 Ordinary Companies and Departments

| | Annualized premium (000) | | | Face amount (000) | | | Number of policies | | |
|---|---|---|---|---|---|---|---|---|---|
| | 1986 | 1987 | Ratio 87/86 | 1986 | 1987 | Ratio 87/86 | 1986 | 1987 | Ratio 87/86 |
| January | $ 366,128 | $ 426,923 | 117% | $35,943,107 | $ 35,939,891 | 100% | 417,937 | 384,361 | 92% |
| February | 341,715 | 404,870 | 118 | 35,697,453 | 38,104,053 | 107 | 437,789 | 435,167 | 99 |
| March | 373,089 | 447,500 | 120 | 38,681,799 | 43,747,579 | 113 | 476,667 | 502,667 | 105 |
| April | 401,669 | 450,522 | 112 | 41,293,798 | 44,378,814 | 107 | 502,819 | 490,999 | 98 |
| May | 387,158 | 419,120 | 108 | 39,647,133 | 42,070,365 | 106 | 477,091 | 447,640 | 94 |
| June | 377,578 | 460,364 | 122 | 38,995,467 | 45,891,955 | 118 | 470,740 | 492,008 | 105 |
| July | 385,604 | 510,047 | 132 | 39,871,100 | 44,415,637 | 111 | 465,586 | 473,061 | 102 |
| August | 358,644 | 432,866 | 121 | 37,080,694 | 40,559,261 | 109 | 435,002 | 432,508 | 99 |
| September | 360,543 | 423,366 | 117 | 38,223,635 | 41,981,602 | 110 | 447,836 | 459,985 | 103 |
| October | 431,527 | | | 43,881,521 | | | 518,622 | | |
| November | 392,242 | | | 37,854,295 | | | 439,286 | | |
| December | 621,999 | | | 52,846,534 | | | 563,736 | | |
| Year total | $4,797,896 | | | $480,016,536 | | | 5,653,111 | | |
| Year to date | $3,352,128 | $3,975,578 | 119% | $345,434,186 | $377,089,157 | 109% | 4,131,467 | 4,118,396 | 100% |

## 22 Home Service Companies and Departments

| | Annualized premium (000) | | | Face amount (000) | | | Number of policies | | |
|---|---|---|---|---|---|---|---|---|---|
| | 1986 | 1987 | Ratio 87/86 | 1986 | 1987 | Ratio 87/86 | 1986 | 1987 | Ratio 87/86 |
| January | $ 76,289 | $ 68,494 | 90% | $ 5,398,570 | $ 4,859,303 | 90% | 256,826 | 229,321 | 89% |
| February | 87,216 | 87,859 | 101 | 6,585,276 | 6,629,388 | 101 | 303,107 | 290,425 | 96 |
| March | 94,292 | 98,523 | 104 | 6,930,231 | 7,140,754 | 103 | 329,581 | 325,511 | 99 |
| April | 99,483 | 98,565 | 99 | 7,345,937 | 7,219,274 | 98 | 323,368 | 307,496 | 95 |
| May | 99,000 | 95,154 | 96 | 7,298,981 | 6,868,521 | 94 | 346,399 | 295,188 | 85 |
| June | 95,423 | 98,766 | 104 | 7,034,892 | 7,101,374 | 101 | 333,514 | 322,056 | 97 |
| July | 92,014 | 88,088 | 96 | 6,835,916 | 6,495,119 | 95 | 315,138 | 275,488 | 87 |
| August | 92,029 | 90,735 | 99 | 6,862,213 | 6,647,180 | 97 | 320,039 | 291,493 | 91 |
| September | 96,117 | 95,418 | 99 | 7,125,043 | 7,035,747 | 99 | 337,181 | 305,203 | -91 |
| October | 98,524 | | | 7,355,018 | | | 330,679 | | |
| November | 94,917 | | | 7,062,864 | | | 301,563 | | |
| December | 102,606 | | | 7,459,838 | | | 280,349 | | |
| Year total | $1,127,910 | | | $83,294,779 | | | 3,777,744 | | |
| Year to date | $ 831,863 | $821,602 | 99% | $61,417,059 | $59,996,660 | 98% | 2,865,153 | 2,642,181 | 92% |

## Group Sales

| | Annualized premium (000) 38 Companies | | | Face amount (000) 51 Companies | | |
|---|---|---|---|---|---|---|
| | 1986 | 1987 | Ratio 87/86 | 1986 | 1987 | Ratio 87/86 |
| January | $ 58,553 | $ 42,739 | 73% | $ 17,443,037 | $ 17,068,779 | 98% |
| February | 32,992 | 43,277 | 131 | 15,690,651 | 14,079,233 | 90 |
| March | 45,988 | 62,594 | 136 | 17,824,284 | 19,799,999 | 111 |
| April | 43,845 | 45,170 | 103 | 14,342,872 | 22,303,671 | 156 |
| May | 34,735 | 44,929 | 129 | 14,187,158 | 16,360,438 | 115 |
| June | 45,593 | 58,317 | 128 | 16,350,667 | 21,218,759 | 130 |
| July | 66,401 | 51,785 | 78 | 21,403,801 | 21,977,319 | 103 |
| August | 31,001 | 54,137 | 175 | 14,921,067 | 20,805,807 | 139 |
| September | 46,975 | 42,540 | 91 | 16,024,184 | 19,067,828 | 119 |
| October | 50,720 | | | 16,109,102 | | |
| November | 28,912 | | | 14,240,170 | | |
| December | 111,343 | | | 41,505,789 | | |
| Year total | $597,058 | | | $220,042,782 | | |
| Year to date | $406,083 | $445,488 | 110% | $148,187,721 | $172,681,833 | 117% |